



conectando©  
Ulrike Schmidt Consulting  
4020 Linz, Herrenstraße 29, Austria  
0043 664 228 44 75  
welcome@conectando.at

## Competences & Skills

- International Lobbyist and Top-Level Networker (B2G) in Latin America & Europe
- Public Infrastructure, Public Security & Defense, Compliance, AML & CFT Expert
- Result-driven Personality with proven Success Records
- Fluent in Spanish & English, Mother Tongue German
- Master of Arts in Latin American Studies, University of Vienna, Austria

## Milestones

Since 2018: Lobbying and Business Development for Governmental Projects in Latin America & Europe  
<http://www.conectando.at/>

2014-2017: International Key Account Manager, Public Security & Defense  
Encryption Systems and Armored Security Vehicles for Governmental Organizations in  
Latin America, Europe and South East Asia

2012-2013: Siemens Cities & Infrastructure - Urban Mobility, Strategic Procurement Manager for Metros  
& Trams in Vienna, Austria

2009-2012: Post Graduate Studies University of Vienna, Austria  
Title of Master-Thesis „Offshore Banking in Uruguay – AML/CFT Measures since 2005“

2005-2007: Siemens Austria, Customer Relationship Manager  
IT-Services for large Siemens Accounts in Austria & CEE

2002-2004: ÖVAG Austrian Volksbanken AG, Vienna Portfolio Management AG  
Investment Banking & Financial Consulting in Vienna, Austria

2000-2001: Interim Managing Director Marketing & Sales, Public Security & Defense  
Glock América S.A. Montevideo, Uruguay

1990-1999: McDonald's Central Europe, Ericsson Austria, Portfolio Kunst AG  
Marketing/PR/Executive Assistant in Vienna, Austria